

Forsyth

Inter Office Memo

J. M. Piscitelli
National Manager

✉ via fax .. 5 .. page(s)

DATE: April 10, 1995

To: J. F. Abrahamson
G. P. Buchas
S. Cheely
D. L. Cunningham
F. E. Cook ✓
B. A. Cook
F. J. DeJong
D. G. Dillard
P. D. DiVito
R. M. Duszynski
L. L. Gohn
P. J. Gillotty
J. D. Herlihy
D. L. James
J. T. Jones ✓
G. N. Kuruc ✓
L. E. MacWilliams
S. Majer

F. L. Maney ✓
A. N. McLaughlin
I. Miskewycz
J. A. Morris
C. E. Moser
G. H. Moulton
D. Murley
R. L. Noonan
F. J. Perez ✓
J. M. Rago
J. S. Rumberger
S. G. Schwalm
R. Tanchyk
Tony Varde, Jr.
R. L. Wright
L. T. Wolfe ✓
A. Zecca

SUBJECT: FORSYTH AND PEER UPDATE

cc: Without Attachments
J. R. Helm
R. C. Farmer
J. R. Loftin
B. G. Norman
L. T. Poole
J. P. Renehan
P. E. Schmidt
M. A. Young
D. L. Wilmesher

51850 6990

Brands have been assigned for the majority of the Peer Customers. Attached is a listing of all current Peer Members and Associate Members.

Listed is various information and an explanation of each attachment:

Peer Marketing Members/Associate Members:

Left hand column lists managers. If this is incorrect, advise me of change immediately.

Brand that has been assigned:

If column is blank a brand is not available as yet. (Map of each accounts geographical area that is assigned a brand is enclosed). Photos and UPC's for brands assigned are in each packet.

Forecast

In the Forecast column, if an "X" is indicated, I have received the forecast and it has been submitted to Winston-Salem. NO BRAND WILL BE AVAILABLE UNTIL YOU FAX A FORECAST WITH ANTICIPATED OPENING ORDER AND APPROXIMATE WEEKLY SUSTAINING CASES. (Form enclosed to forward this information.)

Start Date

Once I have received the Opening/Sustaining forecast it will be approximately three weeks until the brand is available.

P.O.S/Display Order Form (Page A-10)

Form should be forwarded with your forecast. Also included is the Forsyth Permanent/P.O.S. Merchandiser photograph.

Off-Invoice Verified

The enclosed customer service sheet is to indicate off-invoice allowance and monthly rebate. Remember these two lines must add to \$1.50.

AS YOU WERE ALL ADVISED IN THE INITIAL TRAINING MEETING, ALL THIS INFORMATION MUST BE FAXED TO MY OFFICE, NOT WINSTON-SALEM. ACCOUNTS CANNOT BE SET UP UNTIL ALL ITEMS HAVE BEEN RECEIVED.

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Peer Members and Peer Associate Members

I must have copies of the appropriate form that was mailed to Peer's Headquarters with their \$100.00 check. Peer Associate Members are indicated on the list with an asterisk.

I have only received Associate Member forms for the following accounts:

Anchor Cigar
Elum Music
Matthew Zechman

Putnignano
Weirton

A new member cannot be set up until this form, as well as current information listed above is received.

Accrual Books

Accrual Books are in the process of being updated and will be forwarded under separate cover for you to deliver to your Peer Account in the next ten to fourteen days.

Private Label P.O.S. Commodity Numbers

Enclosed is a listing of all Forsyth Brand commodity numbers for large and small pack decals and commodity numbers if any brands specific advertising is remaining.

Styles Manufactured by Brand

A new style by brand form is enclosed. Replace form initially given to you in the training meeting.

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PEER MARKETING MEMBERS/ASSOCIATE MEMBERS

OFF					START		
INV	MGR	ACCT	BRAND(S)	FORECAST	DATE	P.O.S.	DISPLAYS
	CUNNINGHAM	A. J. SILBERMAN *	FOCUS				
X	DIVITO	ALBERT GUARNIERI & CO.	BEST CHOICE	X	X		
	JAMES/RAGO	ALLEN BROS. WHOLESALERS	REFUSED				
X	WRIGHT	AMSTER-KIRTZ CO.	MUSTANG	X	X	X	X
X	DIVITO	ANCHOR-CIGAR & CANDY CO. *	CARDINAL	X		X	X
	CHEELY	ANDERSON WHOLESALE *					
	CHEELY	ASHLAND SPECIALTY CO. *					
	ABRAHAMSON	B. LIPSITZ COMPANY	BEST CHOICE				
	PEREZ	BONANZA TRADING ASSC.	REFUSED				
	TANCHYK	CAPITAL CANDY	HIGHWAY				
	WOLFE	CONSOLIDATED SIMON					
	HERLIHY	COOPER-BOOTH WHOLESALE	QUALITY SMOKES				
	TANCHYK	DOWLING'S, INC.					
	COOK, F.	EDMUND C. KLEINER, INC.	TEMPO				
	ZECCA	ELMIRA DISTRIBUTING	COURIER				
	WRIGHT	ELUM MUSIC *	VALUE SENSE				
	DUSZYNSKI	E. P. KIRST & SONS	BEST CHOICE				
	TANCHYK	FINKLE DISTRIBUTORS	QUALITY SMOKES				
	WOLFE	GLIKIN BROS.	REFUSED				
X	CHEELY	GOLDSMIT-BLACK, INC.	CARDINAL				
	CHEELY	GOLDSMIT-SYDMOR, INC. *					
	SCHWALM	GRAYS WHOLESALE	QUALITY SMOKES				
	ABRAHAMSON	JEFFERSON WHOLESALE *	QUALITY SMOKES				
	SCHWALM	HERKIMER WHOLESALE CO.	MARKER				
	TANCHYK	HIBBERT & MCGEE	CIMARRON				
	DIVITO	KLAFTER'S	TEMPO				
	NOONAN	L. J. ZUCCA, INC.	REFUSED				
	CUNNINGHAM	LIBERTY USA	BRANDON				
	ABRAHAMSON	LOGAN CANDY *	BARGAIN BUY				
X	MISKEWYCZ	MATHEW ZECHMAN *	VALUE SENSE	X	X	X	X
	CHEELY	MCDOWELL SUPPLY *	PILOT				
	JONES	MIDDLESEX TOBACCO	REFUSED				
	GOHN	MILLER DISTRIBUTING *	MARKER				
	GOHN	MILLER DISTRIBUTING - ST. CLAIR *	MARKER				
X	TANCHYK	MOUNTAIN/SERVICE DISTRIBUTORS	JACKS/CARDINAL	X	X	X	X
	CHEELY	OHIO VALLEY WHOLESALE DIST., INC.	BEST CHOICE				
	SCHWALM	PETER DAY WHOLESALE, INC.					
X	WOLFE	PETER P. DENNIS	CARDINAL				
	ABRAHAMSON	PUTNIGNANO CANDY COMPANY *	VALUE SENSE	X		X	X
	CUNNINGHAM	REDSTONE CANDY *	COURIER				
	MISKEWYCZ	SAFIERS	DIR. CHOICE				
X	MANEY	SOUTH BEACH NOVELTIES	CARDINAL	X	X	X	X
	TANCHYK	STANDARD-ROSENBAUM, INC.	FOCUS				
	DUSZYNSKI	TZETZO BROTHERS, INC.	CARDINAL				

* ASSOCIATE MEMBER

51850 6993

PEERMEMBERS(11).XLS

PEER MARKETING MEMBERS/ASSOCIATE MEMBERS

51850 6994

* ASSOCIATE MEMBER

PEERMEMBERS(11).XLS

Private Label POS Run Date 2/22/95

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Description	CCode	SKU	Open						Current						SKU's			3 Mnth			Weekly		CM	
			Cost	Open PO #	PO Amt	Inv	Feb95	Jan95	Dec94	Nov94	Oct94	Backord	# BOs	Status	Res	Avail	Proj CM	Avg	Inv Value	Flags	Rate	Demand	Brand	
pl brandon sm pos pack	463584	0.08												D						OK			Brandon	
pl brandon lg pos pack	463734	38.20												D						OK			Brandon	
pl brentwood sm pos pack	463581	7.29		233		14	41	6	7					A		233		18	1,697	OK	13		Brentwood	
pl brentwood lg pos pack	463731	3.32		1,351		8	38	6	2					A		1,351		15	4,485	OK	11		Brentwood	
pl canyon sm pos pack	463590	0.08												D						OK			Canyon	
pl canyon lg pos pack	463740	38.20												D						OK			Canyon	
p/l (cardinal) lg paster	277312	4.14		3,632	25	1	1		1					D		3,632	28	10	15,026	OK	7	25	Cardinal	
p/l (cardinal) lg shelf strip	277323	1.62		3,732				1	2					D		3,732			6,051	OK			Cardinal	
p/l (cardinal) folded shelf	277334	1.61		3,662		3		1	2					D		3,662		1	5,890	OK	1		Cardinal	
p/l (cardinal) channel strip	277345	1.59		3,290		14	5	22	12					D		3,290		6	5,243	OK	4		Cardinal	
pl cardinal sm pos pack	463644	2.07		2,083	15	6	6		7					A		2,083	17	10	4,303	OK	7	15	Cardinal	
pl cardinal lg pos pack	463794	3.32		1,376	15	11	4		6					A		1,376	17	11	4,568	OK	7	15	Cardinal	
p/l (cavalier) lg paster	277356	6.09		1,571		5	33	3	21					D		1,571		13	9,566	OK	9		Cavalier	
p/l (cavalier) lg shelf strip	277367	1.73		1,440		1	33	3	20					D		1,440		11	2,491	OK	8		Cavalier	
p/l (cavalier) folded shelf	277378	1.72		1,397		4	24		22					D		1,397		9	2,405	OK	6		Cavalier	
p/l (cavalier) channel strip	277389	1.71		1,240		7	67	3	10					D		1,240		25	2,120	OK	17		Cavalier	
pl cavalier sm pos pack	463650	2.06		2,043		21	36		26					A		12	2,031	13	23	4,209	OK	16	12	Cavalier
pl cavalier lg pos pack	463800	3.32		1,315	1	22	37		26					A		8	1,307	10	23	4,366	OK	16	9	Cavalier
pl cimarron lg pos pack st	439661	4.16		859	1	94	61	6	122					A		859	1	52	3,571	OK	36	1	Cimarron	
pl cimarron sm pos pack st	439672	2.01		1,943	1	46	25	13	22					A		1,943	1	24	3,902	OK	17	1	Cimarron	
p/l (citation) lg paster	277400	1.66		1,496		11	77	7						D		1	1,495	1	30	2,481	OK	21		1 Citation
p/l (citation) lg shelf strip	277411	1.54		1,393		21	76	7						D		1	1,392	1	33	2,144	OK	23		1 Citation
p/l (citation) folded shelf	277422	1.52		1,383		24	88	7						D		1,383		37	2,101	OK	26		Citation	
p/l (citation) channel strip	277433	1.49		1,371		3	75	7						D		1	1,370	1	26	2,047	OK	18		1 Citation
pl citation sm pos pack	463653	3.32	95-05462	200	109		11	7	8	10				A		100	9	112	43	362 Reorder	30	100	Citation	
pl citation lg pos pack	463803	3.32		1,334		32	5	8	20					A		101	1,233	114	50	4,429	OK	35	101	Citation
pl cost cutter lg shelf strip	231596	3.76		250		5	8	4	15					D		250		4	941	OK	3		Cost Cutter	
pl cost cutter shelf strip	231607	3.43		256		6	21	2	25					D		256		9	879	OK	6		Cost Cutter	
pl cost cutter lg paster	231618	9.24		427		4	6	2	11					D		427		3	3,944	OK	2		Cost Cutter	
pl cost cutter chnl strip	231629	3.24		370	2	7	63	15	27					D		370	2	24	1,200	OK	17	2	Cost Cutter	
p/l(kroger-cost cutter) sma	357766	9.91		72		8	25	10						D		1	71	1	11	714	OK	8	1	Cost Cutter
pl cost cutter sm pos pac	463662	3.32	95-05462	200	85	3	12	23	1	2				A		85	3	13	282	OK	9	3	Cost Cutter	
pl cost cutter lg pos pac	463812	3.32		1,450		10	21							A		1	1,449	1	11	4,814	OK	7	1	Cost Cutter
pl courier sm pos pack	463593	2.04		1,777		11	4	228						A		1,777		5	3,630	OK	3		Courier	
pl courier lg pos pack	463743	2.16		1,966		42	15	95						A		1	1,965	1	19	4,244	OK	13	1	Courier
p/l (directors choice) lg pa	381537	2.10		532		6	6							D		532		4	1,119	OK	3		Director's Choice	
p/l (directors choice) lg sh	381548	2.03		573		6	7	2	1					D		573		4	1,162	OK	3		Director's Choice	
p/l (directors choice) folded	381559	2.01		480		1	8							D		480		3	966	OK	2		Director's Choice	
p/l (directors choice) chnl	381570	2.00		326		16	6	1	1					D		326		7	651	OK	5		Director's Choice	
pl director's choice lg pos	454224	4.16		1,429		14	3	1	1					A		1,429		6	5,941	OK	4		Director's Choice	
pl director's choice sm pos	454230	6.53		318		10	9	6	1					A		318		6	2,078	OK	4		Director's Choice	
p/l (extra value) lg paster	277444	2.84		694		2								D		694		1	1,971	OK	0		Extra Value	
p/l (extra value) lg shelf stri	277455	2.72		667		1	3							D		667		1	1,814	OK	1		Extra Value	
p/l (extra value) folded shel	277466	2.70		552		29	3	1						D		552		11	1,491	OK	7		Extra Value	
p/l (extra value) channel str	277477	2.67		468		14	4	1	4					D		468		6	1,252	OK	4		Extra Value	
pl extra value pos large pa	395386	5.06		1,388		15	13	6	10					A		1,388		9	7,027	OK	6		Extra Value	
pl extra value pos small pa	395397	5.06		93		8	15	6	10					A		93		8	471	OK	5		Extra Value	
p/l (focus) lg paster	379623	1.83		96		1	51	60						D		22	74	25	26	176	OK	18	22	Focus

Private Label POS Run Date 2/22/95

Description	CCode	SKU	Cost	Open PO #	PO Amt	Current Inv	Feb95	Jan95	Dec94	Nov94	Oct94	Backord	# BOs	Status	Rsd	Avl	4			Weekly Rate	CM Deman	Brand
																	Proj CM	3 Mnth Avg	Inv Value	Flags		
pl (1st choice) special top	403361	5.02					27	6	2	45			S					11		OK	8	1st Choice
pl (1st choice) ppcd side c	403372	4.87				2		24	6	1	71		D				2		10	OK	7	1st Choice
pl (1st choice) channel str	403383	4.30											D							OK		1st Choice
pl 1st choice sm pos pack	463614	3.32				159		11	15				A		1	158	1	9	528	OK	6	1 1st Choice
pl 1st choice lg pos pack	463764	3.32				1,458		16	15				A		1	1,457	1	11	4,841	OK	7	1 1st Choice
pl archer sm pos pk	463578	0.08											D							OK		Archer
pl archer lg pos pk	463725	38.20											D							OK		Archer
pl (austin) lg paster	362111	3.67						39	40				D					26		OK	18	Austin
pl (austin) lg shelf strip	362122	3.55											S							OK		Austin
pl austin lg pos pack stick	409147	5.45				894		75	194	126	4		A			894		90	4,868	OK	62	Austin
pl austin sm pos pack stick	409158	6.33	95-05462	300					39	79	7	217	30	A			244	94		Reorder	65	217 Austin
pl (bargain buy) lg paster	275981	6.10				1,669		6		4			D			1,669		2	10,178	OK	1	Bargain Buy
pl (bargain buy) lg shelf's	275992	1.74				1,568			3		2		D			1,568		1	2,723	OK	1	Bargain Buy
pl (bargain buy) folded sh	276003	1.72				1,503		1	30		1		D			1,503		10	2,590	OK	7	Bargain Buy
pl (bargain buy) channel :	276014	1.71				1,375		13	32	39	4		D			1,375		15	2,352	OK	10	Bargain Buy
pl bargain buy sm pos pac	463620	2.05				2,069	2	17	1	19	11		A			2,069	2	7	4,248	OK	5	2 Bargain Buy
pl bargain buy lg pos pac	463770	3.32				1,352	2	12	1	19	9		A			1,352	2	5	4,489	OK	4	2 Bargain Buy
pl (bargain king) lg paster	278368	1.81							1,707				D							OK		Bargain King
pl (bargain king) lg shelf :	278379	1.70							1,745				D							OK		Bargain King
pl (bargain king) folded sl	278390	1.68							1,706		2		D							OK		Bargain King
pl (bargain king) channel	278401	1.85							1,634				D							OK		Bargain King
pl bargain king sm pos pk	463623	3.32							189				D							OK		Bargain King
pl bargain king lg pos pk	463773	3.32							1,495				D							OK		Bargain King
pl beacon pos large pack s	395364	5.06				1,119	1	3	9	1	2		A			1,119	1	4	5,661	OK	3	1 Beacon
pl beacon pos small pack s	395375	6.69				425	1	8	10		2		A			425	1	6	2,843	OK	4	1 Beacon
pl (best choice) lg paster	277224	4.14				3,567		9	2	6	3		D			3,567		4	14,761	OK	3	Best Choice
pl (best choice) lg shelf st	277235	1.62				3,521		7	6	6	2		D			3,521		4	5,708	OK	3	Best Choice
pl (best choice) folded she	277246	1.61				3,436	14	15	13	3	1		D			3,436	16	15	5,526	OK	10	14 Best Choice
pl (best choice) channel st	277257	1.59				2,988	14	10	33	7	3		D			2,988	16	20	4,761	OK	14	14 Best Choice
pl best choice sm pos pac	463632	2.04				2,037	11	9	10	12	17		A			2,037	12	10	4,163	OK	7	11 Best Choice
pl best choice lg pos pac	463782	3.32				1,331	10	19	9	13	17		A			1,331	11	13	4,419	OK	9	10 Best Choice
pl bv-alb sm pos pack	463635	6.07	95-05462	300				110	49	3	19	1	1	A			1	53		Reorder	37	1 Best Value-Alb
pl bv-alb lg pos pack	463785	3.32				1,117		64	53	2	20		A			1,117		39	3,708	OK	27	Best Value-Alb
pl best value lg shelf strip	231464	3.54				1,740		138	97		2		D			1,740		78	6,161	OK	54	Best Value-Alb
pl best value (alb) shelf str	231475	3.58				1,680		119	161	5			D			1,680		93	6,011	OK	65	Best Value-Alb
pl best value (alb) lg paste	231486	4.10				2,088		44	69				D			2,088		38	8,566	OK	26	Best Value-Alb
pl best value(alb) chnl strij	231497	3.44				903		180	501	36	3		D			903		227	3,106	OK	157	Best Value-Alb
pl best value (k-mt) lg shel	231508	1.94				319		109	83	7	10		D		1	318	1	64	619	OK	45	1 Best Value-K-Mt
pl best value (k-mt) shelf's	231519	1.81				1,087		123	77	28	5		D		1	1,086	1	67	1,971	OK	46	1 Best Value-K-Mt
pl bv-kmart sm pos pack s	409169	2.81				2,603		95	57	15	25		A		1	2,602	1	51	7,305	OK	35	1 Best Value-K-Mt
pl bv-kmart sm pos pack s	409180	2.15				1,881	1	120	72	22	25		A		1	1,880	2	65	4,041	OK	45	2 Best Value-K-Mt
pl (bonus value) lg paster	278192	1.83				215		127	13	1			D			215		47	393	OK	32	Bonus Value
pl (bonus value) lg shelf's	278203	1.72											D							OK		Bonus Value
pl (bonus value) folded sl	278302	1.69											D							OK		Bonus Value
pl (bonus value) channel :	278313	1.67											D							OK		Bonus Value
bonus value banners	461205	36.60				14				3			D			14			512	OK		Bonus Value
pl bonus value sm pos pac	463641	3.41	95-05462	300		3	135	14	3			3	2	A			7	52		Reorder	36	6 Bonus Value
pl bonus value lg pos pac	463791	3.40				1,252	7	157	13	5			A			1,252	8	59	4,253	OK	41	7 Bonus Value

Private-Label POS Run Date 2/22/95

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Description	CCode	SKU	Open Cost	PO #	PO Amt	Current						SKU's			Status	Proj	3 Mnth CM	Avg	Inv	Value	Flags	Weekly Rate	CM Deman	Brand	
						Inv	Feb95	Jan95	Dec94	Nov94	Oct94	Backord	# BOs	Avail											
pl (focus) lg shelf strip	379634	1.72				194		1	59	20					D	17	177	19	26	333	OK	18	17	Focus	
pl (focus) folded shelf stri	379656	1.70				100		7	18	40	2				D	17	83	19	15	170	OK	10	17	Focus	
pl (focus) channel strip	379667	1.67							18	2	4				D					6	OK	4		Focus	
pl focus lg pos pack sticke	409235	4.92				1,098		12	67	80	3				A	30	1,068	34	38	5,404	OK	26	30	Focus	
pl focus sm pos pack sticks	409246	5.80	95-05462		200	82		7	17	51	2				A	25	57	28	17	476	OK	12	25	Focus	
pl gen dbrc	394836	2.97					2	23	20	69	2	4			8	8	D	2	37	42	6	OK	29	33	Generic
pl gen ext large ppd card	394847	2.37				2,963	30	447	36	63	461				A	3	2,960	37	173	7,010	OK	120	33	Generic	
pl gen package merch card	394858	2.33				2,155	34	58	35	48	148				A	12	2,143	52	48	5,016	OK	33	46	Generic	
pl gen channel strip	394869	1.97				1,591	409	1,509	81	132	229				A	21	1,570	483	691	3,134	Reorder	478	430	Generic	
pl gen folded shelf strip	394880	3.93				674	11	90	52	69	98				A	7	667	20	54	2,649	OK	37	18	Generic	
pl gen pump topper	394891	2.26				1,319	5	21	12	6	33				A		1,319	6	13	2,982	OK	9	5	Generic	
pl gen large ppd card	394902	2.10				1,033	36	78	123	54	149				A	16	1,017	58	86	2,169	OK	60	52	Generic	
pl gen 2sided dump bin ris	403911	7.04				1,448	25	272	66	55	102				A	9	1,439	38	125	10,198	OK	87	34	Generic	
pl gen starburst-new box	404637	2.06				902		63	4	13	58				A	1	901	1	23	1,861	OK	16	1	Generic	
pl gen 2sided sm ppd card	432636	2.07				3,780	5	227	51	52	117				A	3	3,777	9	96	7,828	OK	66	8	Generic	
pl 100 vpr sticker	440952	2.12				774									A		774			1,644 #####				Generic	
pl 200 vpr sticker	440963	2.16				1,321									A		1,321			2,856 #####				Generic	
pl special offer banding tag	441942	19.48													D					OK				Generic	
pl special offer starburst	443090	1.33				13,219	28	50	213	132	198				D		13,219	31	98	17,526	OK	68	28	Generic	
pl 100 peer occ	456540	6.84													D					OK				Generic	
pl 200 peer occ	456543	6.86													D					OK				Generic	
pl 20 opvpr sticker	456621	1.22				1,996			20						A		1,996	7		2,432	OK	5		Generic	
pl 30 opvpr sticker	456624	1.22				2,198									A		2,198			2,680 #####				Generic	
pl .20/pk vpr sticker	464084	1.75				4,734		1,929	1,741	161	624				A		4,734		1,223	8,267	OK	847		Generic	
pl .30/pk vpr sticker	464090	1.68				2,424		10	10	244	130				A		2,424	7		4,060	OK	5		Generic	
pl 6"12" cont special offer	464093	7.25				324		11	45	1,734	58				D		324	19		2,349	OK	13		Generic	
pl poly baggies	464102	11.49				3,035									D		3,035			34,857	OK			Generic	
pl (highway) lg paster	275838	6.41				1,539	2	29							D		1,539	2	10	9,859	OK	7	2	Highway	
pl (highway) lg shelf strip	275849	1.87				1,398		53	6	26	3				D		1,398		20	2,610	OK	14		Highway	
pl (highway) folded shelf	275860	1.85				1,339		38	3	20	104				D		1,339		14	2,482	OK	9		Highway	
pl (highway) channel strip	275871	1.84				700	6	74	14	44	102				D		700	7	32	1,288	OK	22	6	Highway	
pl highway sm pos pack	463665	3.32	95-05462		300	22	3	57	30	5	26				A	22	3	30	73	Reorder		21	3	Highway	
pl highway lg pos pack	463815	3.32				1,377	2	44	21	1	2				A	1,377	2	22	4,572	OK	16	2	Highway		
pl (jacks) lg paster	277180	1.51				623		36	20	27	15				D		623	19		938	OK	13		Jacks	
pl (jacks) lg shelf strip	277191	1.44				425		31	54	29	9				D		425	28		611	OK	20		Jacks	
pl (jacks) folded shelf stri	277202	1.43				456		31	48	16	11				D		456	26		650	OK	18		Jacks	
pl (jacks) channel strip	277213	7.78						76	49	40					D			25		OK		18		Jacks	
pl jacks lg pos pack sticker	409213	4.92				627	2	163	67	37	81				A		627	2	77	3,086	OK	54	2	Jacks	
pl jacks sm pos pack stick	409224	2.00				1,866		29	76	29	71				A		1,866		35	3,726	OK	24		Jacks	
pl legend lg pos pack stick	411952	2.00				1,887		6	4	103	494				A	2	1,885	2	4	3,768	OK	3		Legend	
pl legend sm pos pack stick	411963	2.00				1,606		13	31	370					A	2	1,604	2	15	3,207	OK	11		Legend	
pl marker lg paster	254630	5.38				1,383		7	15	10					D		1,383	7		7,443	OK	5		Marker	
pl marker lg ss	254751	2.14				1,252		11	12	12	2				D		1,252	8		2,679	OK	5		Marker	
pl marker pp disp chnl stri	254762	2.11				412		29	116	17	2				D		412	48		869	OK	33		Marker	
pl marker folded shlf strip	254773	2.13				1,114		17	16	12	1				D		1,114	11		2,369	OK	8		Marker	
pl marker sm pos pack	463671	3.32	95-05462		300	22	1	26	39	27	9				A		22	1	22	73	Reorder	15	1	Marker	
pl marker lg pos pack	463821	3.32				1,197	1	29	32	54	7				A		1,197	1	21	3,974	OK	14	1	Marker	
pl mustang sm pos pack	463602	2.06				1,894		99	102	3	46				A	1	1,893	1	67	3,909	OK	47	1	Mustang	

Private Label POS

Run Date 2/22/95

4

Description	CCode	SKU	Open	Current	SKUs								3 Mnth			Weekly	CM	Brand						
					Cost	Open PO #	PO Amt	Inv	Feb95	Jan95	Dec94	Nov94	Oct94	Backord	# BOs	Status	Resd	Avg	Proj CM	Inv	Value	Flags		
pl mustang lg pos pack	463752	2.61		3,237				93	96	11	18					A	1	3,236	1	63	8,449	OK	44	1 Mustang
pl monaco sm pos pk stick	467720	2.10		1,976	31	28	116		18							A	6	1,970	42	62	4,150	OK	43	37 Monaco
pl monaco lg pos pk stick	467723	3.47		1,221	31	38	126		18							A	6	1,215	42	69	4,237	OK	47	37 Monaco
pl non branded 90 ctn fl b	231728	5.05		1,023		54	19									S		1,023		24	5,165	OK	17	Non-Branded
pl non-branded ext lg ppd	231739	4.50		236		46	14									S	1	235	1	20	1,063	OK	14	1 Non-Branded
pl pilot lg paster	254784	5.39		1,262		2	18	10	7						D		1,262		7	6,798	OK	5	Pilot	
pl pilot lg ss	254828	2.14		1,035		6	38	11	5						D		1,035		15	2,217	OK	10	Pilot	
pl pilot pp dispaly chnl strip	254839	2.11		578		21	64	42	10						D		578		28	1,220	OK	20	Pilot	
pl pilot folded shelf strip	254850	2.13		930		35	69	11	7						D		930		35	1,978	OK	24	Pilot	
pl pilot sm pos pack	463674	2.04		2,007		12	44	18	42						A		2,007		19	4,090	OK	13	Pilot	
pl pilot lg pos pack	463824	3.32		1,252		14	73	16	51						A		1,252		29	4,157	OK	20	Pilot	
pl (price master) lg paster	275937	5.83		4,422		5	6	1							D		4,422		4	25,800	OK	3	Price Master	
pl (price master) lg shelf's	275948	1.61		4,397		27	7								D		4,397		11	7,073	OK	8	Price Master	
pl (price master) folded sh	275959	1.59		4,302		34	12	1							D		4,302		15	6,857	OK	11	Price Master	
pl (price master) channel	275970	1.58		4,215		44	16								D		4,215		20	6,666	OK	14	Price Master	
pl price master sm pos pk	463680	6.18		324		29	19	5							A		324		16	2,003	OK	11	Price Master	
pl price master lg pos pk	463830	3.32		1,417		41	20								A		1,417		20	4,704	OK	14	Price Master	
pl (quality smokes) lg pas	277268	6.09		1,539		4	11	7	14						D		1,539		5	9,373	OK	3	Quality Smokes	
pl (quality smokes) lg she	277279	1.73		1,578		2	12	5	12						D		1,578		5	2,736	OK	3	Quality Smokes	
pl (quality smokes) foldec	277290	1.72		1,480		8	20	2	21						D		1,480		9	2,548	OK	6	Quality Smokes	
pl (quality smokes) chann	277301	1.71		1,341		15	24	2	7						D		1,341		13	2,294	OK	9	Quality Smokes	
pl qual smokes sm pos pk	463683	3.32	95-05462	200	88		23	20	2	12					A		88		14	292	OK	10	Quality Smokes	
pl qual smokes lg pos pk	463833	3.32		1,389		15	15	5	2						A		1,389		10	4,611	OK	7	Quality Smokes	
private label/scotch buy p	201258	10.31		137		99	35	5	5						D	1	136	1	45	1,412	OK	31	1 Scotch Buy	
private label/scotch buy sn	201269	10.25		186		100	17	13	6						D		186		39	1,906	OK	27	Scotch Buy	
pl scotch buy lg. shclf strip	231684	6.00				103	17	10	5						D				40	OK	28	Scotch Buy		
pl scotch buy shelf strip	231695	6.26		44		133	21	10	6						D	1	43	1	52	275	OK	36	1 Scotch Buy	
pl scotch buy lg paster	231706	6.26		476		22	14	2							D		476		12	2,981	OK	8	Scotch Buy	
pl scotch buy chnl strip	231717	6.16							28	5					D					OK		Scotch Buy		
pl scotch buy sm pos pk	463692	5.50	95-05462	200	83	137	14	14	15						A	1	82	1	51	456	Reorder	35	1 Scotch Buy	
pl scotch buy lg pos pk	463842	3.32		1,252		53	12	5	15						A	1	1,251	1	22	4,157	OK	15	1 Scotch Buy	
pl (sebring) lg paster	277950	1.53					1,346		5						D					OK		Sebring		
pl (sebring) lg shelf strip	277961	1.46						1,330							D					OK		Sebring		
pl (sebring) folded shelf st	277994	1.45						1,206		11					D					OK		Sebring		
pl (sebring) channel strip	278005	1.44						814		11					D					OK		Sebring		
pl sebring lg pos pack stck	441623	4.15		1,155	1	62	73	25	14						A		1,155	1	45	4,796	OK	31	1 Sebring(New)	
pl sebring sm pos pack stck	441634	2.16		1,934	1	60	77	25	14						A		1,934	1	46	4,171	OK	32	1 Sebring(New)	
pl slim price pos large pac	403394	5.43		893		18	16	6	35						A	1	892	1	12	4,846	OK	8	1 Slim Price	
pl slim price pos small pac	403405	2.13		2,047		13	14	6	35						A		2,047		9	4,359	OK	6	Slim Price	
pl stockton sm pos pack	463605	2.00		200											A		200			399	#####		Stockton	
pl stockton lg pos pack	463755	2.00		1,500											A		1,500			2,996	#####		Stockton	
pl (sundance) lg paster	277488	1.50		1,167		5	11	10							D		1,167		5	1,749	OK	4	Sundance	
pl (sundance) lg shelf strip	277499	1.44		971		16	12	19	15						D		971		9	1,397	OK	6	Sundance	
pl (sundance) folded shelf	277510	1.43		937		19	24	2	15						D		937		14	1,337	OK	10	Sundance	
pl (sundance) channel stri	277521	1.41		228		60	268	51	44						D		228		109	323	OK	76	Sundance	
pl sundance sm pos pk	463695	5.68	95-05462	300			176	24	11	1	1	A					1	59		Reorder	41	1 Sundance		
pl sundance lg pos pk	463845	3.32		1,223	1	17	21	55	10						A		1,223	1	13	4,060	OK	9	1 Sundance	
pl tempo lg pos pack stick	451523	4.16		1,011		36	159	36	21						A		1,011		65	4,203	OK	45	Tempo	

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Private Label POS Run Date 2/22/95

Description	CCode	SKU	Open				Current				SKU's				Avail	3 Mnth			Weekly	CM		6	
			Cost	Open PO #	PO Amt	Inv	Feb95	Jan95	Dec94	Nov94	Oct94	Backord	# BOs	Status		Proj CM	Avg	Inv Value	Flags	Rate	Deman	Brand	
pl tempo sm pos pack stick	451526	2.09				1,921		23	159	36	16			A	1,921		61	4,008	OK	42	Tempo	9	
p/l (tri-brand) lg paster	362067	6.18				1,676			20					D	1,676		7	10,351	OK	5	Tri-Brand	6	
p/l (tri-brand) lg shelf strip	362078	1.76				1,627		2	20	3	5			D	1,627		7	2,870	OK	5	Tri-Brand	5	
p/l (tri-brand) folded shelf	362089	1.74				1,558		5	20	3	5			D	1,558		8	2,716	OK	6	Tri-Brand	5	
p/l (tri-brand) channel strip	362100	1.72				1,548		3	20	4				D	1,548		8	2,657	OK	5	Tri-Brand	5	
pl tri-brand sm pos pk	463701	2.11				2,178		3	1		7			A	2,178		1	4,590	OK	1	Tri-Brand	1	
pl tri-brand lg pos pk	463851	3.32				1,479		4	1		4			A	1,479		2	4,910	OK	1	Tri-Brand	1	
pl valu time lg pos pk stick	409191	6.07				1,047		2	13	24	20	33		A	1,047		2	13	6,356	OK	9	2 Valu Time	2
pl valu time sm pos pk stick	409202	2.12				2,084		2	14	29	20	29		A	2,084		2	15	4,411	OK	10	2 Valu Time	2
pl value & quality lg shelf	231640	2.21				4,076			83	26	8	17		D	4,076			36	8,993	OK	25	Value & Quality	
pl value & quality folded s	231651	2.19				3,667			117	47	7	26		D	3,667			55	8,031	OK	38	Value & Quality	
pl value & quality lg paste	231662	5.69				4,006			35	11	3	19		D	4,006			15	22,801	OK	11	Value & Quality	
pl value & quality channel	231673	2.17				2,642			134	188	27	29		D	2,642			107	5,725	OK	74	Value & Quality	
pl value & qual sm pos pk	463704	2.00				1,901			5	5	89			A	1,900		1	4	3,796	OK	3	1 Value & Quality	
pl value & qual lg pos pk	463854	3.32				1,067		17	76	26	14	60		A	1,065		21	41	3,542	OK	28	19 Value & Quality	
p/l (value buy) lg paster	276025	6.10				1,755								D	1,755				10,701	OK		Value Buy	
p/l (value buy) lg shelf strip	276036	1.74				1,761					1			D	1,761				3,063	OK		Value Buy	
p/l (value buy) folded shelf	276047	1.72				1,795			5		2			D	1,795			2	3,093	OK	1	Value Buy	
p/l (value buy) channel str	276058	1.71				1,655			5		2			D	1,655			2	2,831	OK	1	Value Buy	
pl value buy sm pos pk	463710	2.10				2,158			5			20		A	2,158			2	4,524	OK	1	Value Buy	
pl value buy lg pos pk	463860	3.32				1,469			10			20		A	1,469			3	4,877	OK	2	Value Buy	
pl value marq sm pos pack	463611	0.08												D					OK		Value Marq		
pl value marq lg pos pack	463761	38.20												D					OK		Value Marq		
pl value pride lg paster	254861	5.37				1,245			13	4	13			D	1,245			6	6,685	OK	4	Value Pride	
pl value pride lg ss	254905	2.14				1,217			12	4	9	20		D	1,217			5	2,600	OK	4	Value Pride	
pl value pride folded shelf	254916	2.12				1,122			21	21	20	20		D	1,122			14	2,380	OK	10	Value Pride	
pl value pride pp disp chnl	254927	2.11				730			30	26	20	20		D	730			19	1,538	OK	13	Value Pride	
pl value pride lg pos pk stick	441601	6.97				1,306		4	45	5	20	7		A	1,306		4	18	9,098	OK	13	4 Value Pride	
pl value pride sm pos pk stick	441612	6.97	95-05462		200	42		43	11	5	8			A	42			18	293	Reorder	12	Value Pride	
pl value sense pos folded s	264640	1.85				1,283			6	37	20			D	1,283			14	2,377	OK	10	Value Sense	
pl value sense pos disp chr	264651	1.84				1,159			8	38	20	1		D	1,159			15	2,131	OK	11	Value Sense	
pl value sense pos lg ss	264662	1.87				1,362				2		1		D	1,362			1	2,542	OK	0	Value Sense	
pl value sense pos lg paster	264673	6.40				1,465			10	22		5		D	1,465			11	9,375	OK	7	Value Sense	
pl value sense sm pos pk	463713	2.12				2,050			8	8		14		A	2,050			5	4,344	OK	4	Value Sense	
pl value sense lg pos pk	463863	3.32				1,250			1	4	2	22		A	1,250			2	4,150	OK	1	Value Sense	
p/l (worth) lg paster	347338	6.26				1,401				37	7	1		D	1,401			12	8,773	OK	9	Worth	
p/l (worth) lg shelf strip	347360	1.87				1,089			26	87	3	3		D	1,089			38	2,037	OK	26	Worth	
p/l (worth) folded shelf strip	347437	1.85				980			32	49	12	1		D	1	979	1	27	1,810	OK	19	1 Worth	
p/l (worth) channel strip	347448	1.83				496		4	68	320	40	7		D	1	495	6	131	906	OK	91	5 Worth	
pl worth sm pos pk	463722	2.13				1,991		2	48	27	6	34		A	1	1,990	3	26	4,240	OK	18	3 Worth	
pl worth lg pos pk	463872	3.32				1,160		2	38	26	5	28		A	1,160		2	22	3,851	OK	15	2 Worth	
																		OK			OK		

Total

813,908

TO: MABEL PERRY
CUSTOMER SERVICE

FROM: J. M. PISCITELLI
DATE: 10/10/86

BRAND

FIRST SHIP MO:

ACCOUNT #
NAME
ADDRESS

MAIL CHECK TO:

ATTN:

DIVISION NO:

ORIGINAL REVISED REVISED REVISED REVISED REVISED
AS OF: AS OF: AS OF: AS OF: AS OF: AS OF:

LIST PRICE:	8.49				
P/L MONTHLY PMT					
OFF-INVOICE ALLOW.					
MONTHLY ACCRUAL	.80				

51850 7000

DIRECT SHIP-TO LOCATIONS:

NEW*	DELETE*	SIS #	SHIP-TO

* INDICATE IN PROPER COLUMN WHETHER ADDING OR DELETING DIRECT ACCOUNT.

**FORSYTH TOBACCO PRODUCTS ALLIANCE PROGRAM
SPECIAL REQUEST FOR ACCRUAL MONEYS**

CONTRACTED CUSTOMER: _____ DATE: _____

CONTACT (Customer): _____

CUSTOMER PHONE NUMBER: _____

BRAND _____ \$ AMOUNT REQUESTED: _____

DESCRIPTION OF SPECIAL PROGRAM:

(Include program begin & end dates and cases promoted, as applicable)

ADDITIONAL PRODUCT NEEDED: NO YES (If YES, attach product order)

SPECIAL MAILING INSTRUCTIONS: _____

APPROVAL: _____ RJR MANAGER _____ DATE _____

SEND COMPLETED FORM TO:

cc: J. M. Piscitelli
216-779-1888

**Forsyth Tobacco Customer Services
Attention: Mabel Perry
P. O. Box 2959
Winston-Salem, NC 27102
Fax: 910-741-2156**

51850 7001

GENERIC POS, PACKAGE TAGS AND DISPLAY ORDER FORM

PRIVATE LABEL BRAND _____ **DATE** _____

SHIP TO LOCATION:	
SIS#:	_____
COMPANY:	_____
STREET:	_____
CITY/STATE:	_____
PO#:	_____
SPECIAL INSTRUCTIONS:	

MAIL ORDER FORM TO:
R.J. REYNOLDS TOBACCO COMPANY
SALES MATERIAL OPERATIONS LOGISTICS
P.O. BOX 2959
Winston-Salem, NC 27102-2959
Tel. (910) 741-3328 FAX (910) 767-2321

**ORDERS WILL BE PROCESSED WITHIN
48 HOURS UPON RECEIPT**

GENERIC POINT OF SALE (25 PER SKU)		QUANTITY	FORSYTH PACKAGE TAGS (55 TAGS PER SKU)		QUANTITY (SKU = 1 PAGE)
432636	2 SIDED SMALL PPD CARD		385464	FILTER 100'S SOFT PACK	
394902	LARGE PPD CARD		385475	FILTER 85'S SOFT PACK	
394891	PUMP TOPPER		385486	LIGHT 100'S SOFT PACK	
403911	2 SIDED DUMP BIN RISER CARD		385497	LIGHT 85'S SOFT PACK	
394880	FOLDED SHELF STRIP		385508	ULTRA LIGHTS 100'S	
394858	24" PK MERCH CARD		385519	ULTRA LIGHTS 85'S SOFT PACK	
468173	19" CANOPY CARD		385530	LTS MENT 100'S SOFT PACK	
394869	CHANNEL STRIP		385541	LTS MENTR 85'S SOFT PACK	
394847	EXTND LG PPD CARD		385552	MENTHOL 100'S SOFT PACK	
CARTON END LABELS			385563	MENTHOL 85'S SOFT PACK	
462390	FF85 CTN END LABEL		385574	FILTER 83 BOX	
462405	FF83 BX CTN END LABEL		385585	LIGHTS 83 BOX	
462411	FF100 CTN END LABEL		385596	NON FILTER 85'S	
462441	L85 CTN END LABEL		FORSYTH PERMANENT DISPLAYS		
462471	L83 BX CTN END LABEL		487376	FORSYTH MFD W/TOPPER (5 CTN WIDE, 5 SHELF)	
462480	L100 CTN END LABEL		364179	PERM. COUNTER DISPLAY (4 TRAY)	
462510	UL 85 CTN END LABEL		364366	ADD ON/PERM. COUNTER DISPLAY	
462522	UL100 CTN END LABEL		FORSYTH TEMPORARY DISPLAYS		
462420	FFM85 CTN END LABEL		171239	FLOOR DUMP DISPLAY-LARGE	
462432	FFM100 CTN END LABEL		158149	FLOOR DUMP DISPLAY- SMALL	
462495	LM85 CTN END LABEL		458131	DIMENSION 4 CORR. 4-WAY PROMO DISPLAY (100 CTNS OR 360 PACKS)	
462501	LM100 CTN END LABEL		417617	TEMPORARY PACKAGE COUNTER DISPLAY (W/OPTIONAL STAIR STEP)	
462531	NF85 CTN END LABEL				

<u>PL BRAND</u>	<u>LG. PACK</u> <u>STICKER ITEM#*</u> (30 PER PACK)	<u>QUANTITY</u>	<u>SM. PACK</u> <u>STICKER ITEM#*</u> (120 PER PACK)	<u>QUANTITY</u>

51850 7002

***ITEM #'s MUST BE FURNISHED!**

BRAND: _____ - OPENING ORDER INFORMATION (12M) CASES

ACCOUNT NAME						
SHIP TO NAME						
NUMBER						
WAREHOUSE	Current					
	OPENING	WEEKLY SUSTAINING	OPENING	WEEKLY SUSTAINING	OPENING	WEEKLY SUSTAINING
Light King						
Light 100						
Menthol Light King						
Menthol Light 100						
Full Flavor King						
Full Flavor 100						
Ultra Light King						
Ultra Light 100						
Non Filter						
Full Flavor Men. King						
Full Flavor Men. 100						
Full Flavor King Box						
Light King Box						
Total						

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